

Local Market Update – April 2021

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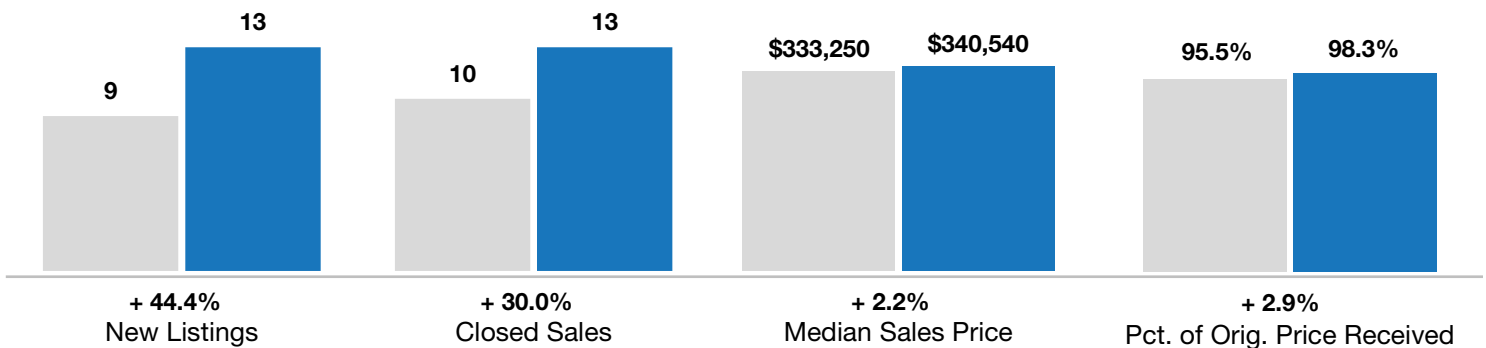
Apison

Key Metrics	April			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	9	13	+ 44.4%	47	47	0.0%
Closed Sales	10	13	+ 30.0%	35	53	+ 51.4%
Median Sales Price	\$333,250	\$340,540	+ 2.2%	\$329,900	\$389,231	+ 18.0%
Pct. of Orig. Price Received	95.5%	98.3%	+ 2.9%	96.8%	98.3%	+ 1.5%
Days on Market Until Sale	92	44	- 52.2%	81	49	- 39.5%
Inventory of Homes for Sale	34	10	- 70.6%	--	--	--
Months Supply of Inventory	3.9	0.8	- 79.5%	--	--	--

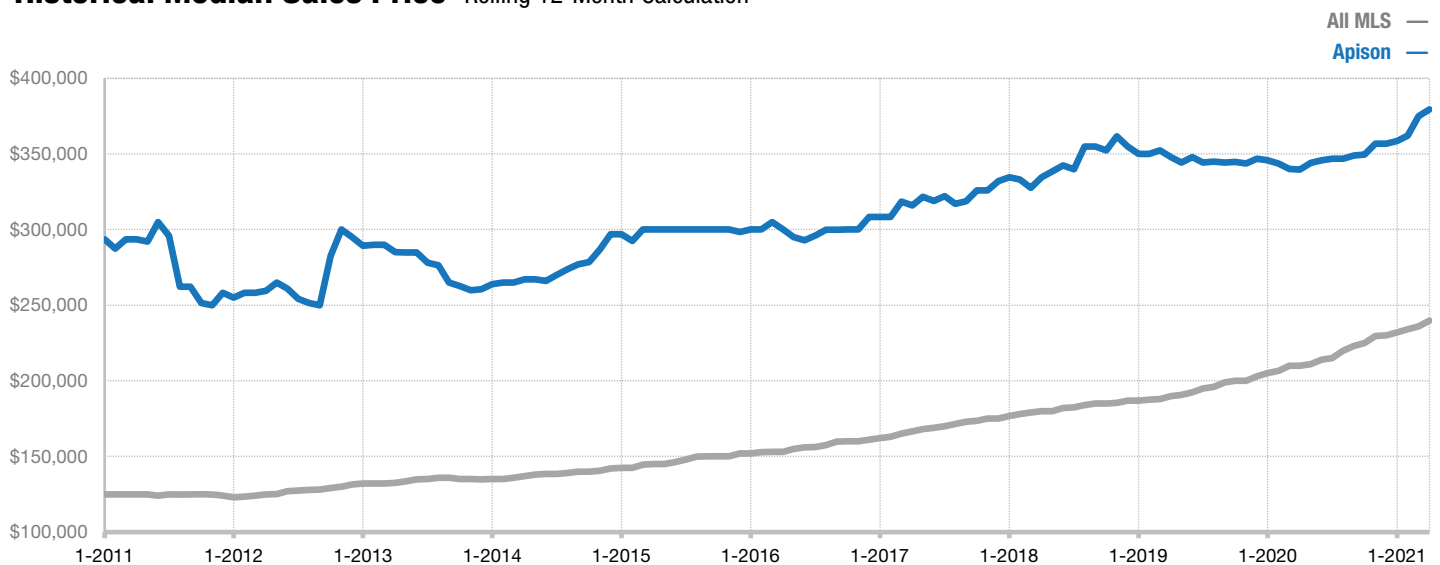
Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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Bakewell / Lakesite / Sale Creek / Soddy

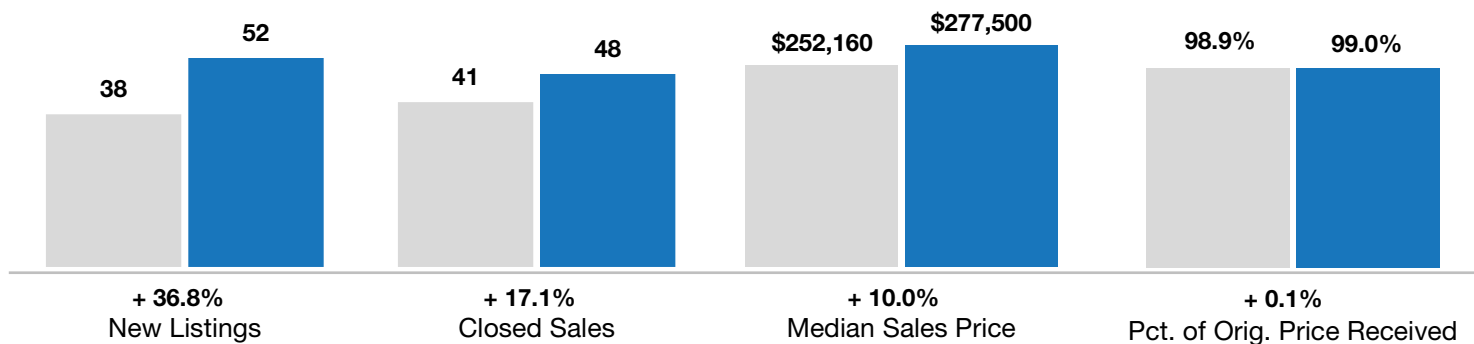
ZIP Codes: 37379 and 37384

Key Metrics	April			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	38	52	+ 36.8%	181	171	- 5.5%
Closed Sales	41	48	+ 17.1%	137	158	+ 15.3%
Median Sales Price	\$252,160	\$277,500	+ 10.0%	\$250,000	\$275,000	+ 10.0%
Pct. of Orig. Price Received	98.9%	99.0%	+ 0.1%	97.3%	98.7%	+ 1.4%
Days on Market Until Sale	53	23	- 56.6%	49	28	- 42.9%
Inventory of Homes for Sale	90	25	- 72.2%	--	--	--
Months Supply of Inventory	2.4	0.5	- 79.2%	--	--	--

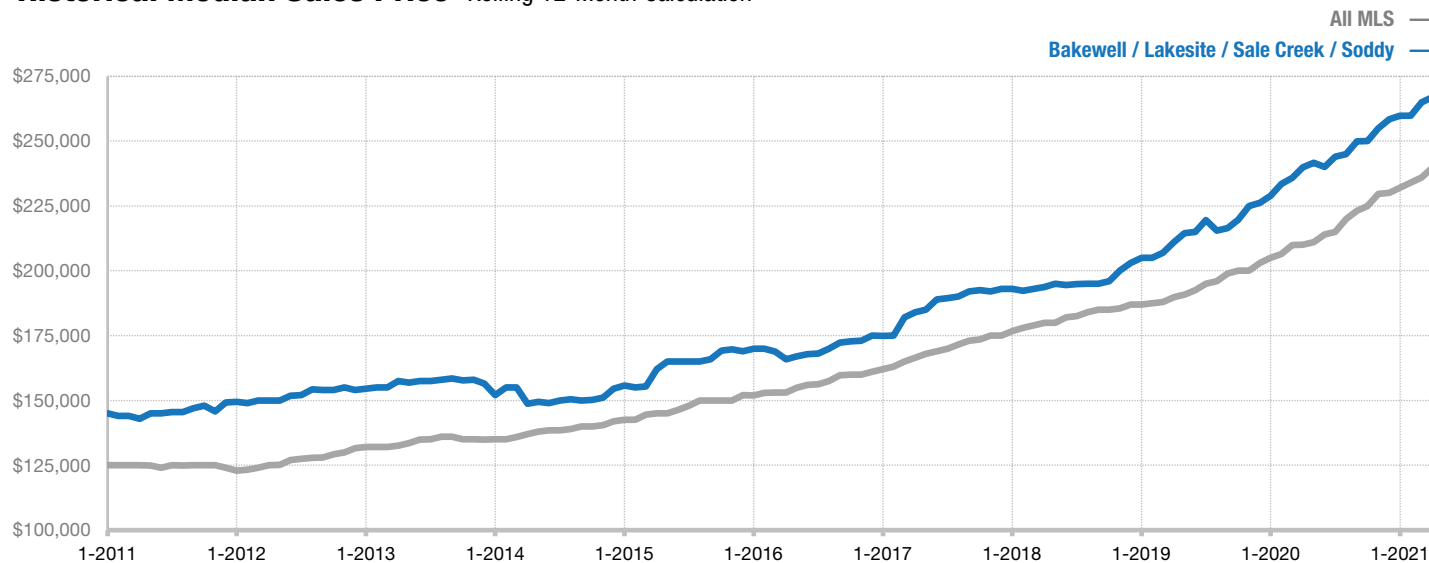
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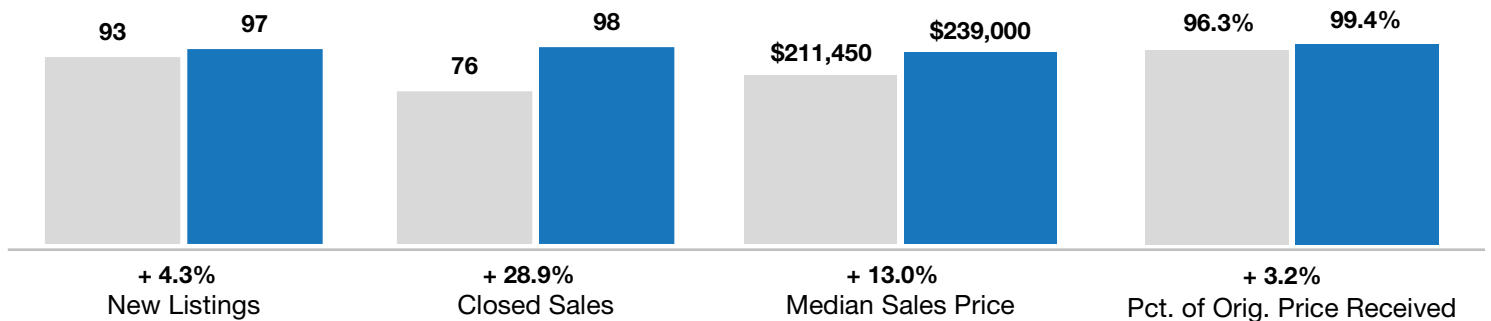
Bradley County

Key Metrics	April			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	93	97	+ 4.3%	406	428	+ 5.4%
Closed Sales	76	98	+ 28.9%	294	341	+ 16.0%
Median Sales Price	\$211,450	\$239,000	+ 13.0%	\$215,000	\$228,000	+ 6.0%
Pct. of Orig. Price Received	96.3%	99.4%	+ 3.2%	96.4%	98.6%	+ 2.3%
Days on Market Until Sale	37	24	- 35.1%	50	31	- 38.0%
Inventory of Homes for Sale	211	72	- 65.9%	--	--	--
Months Supply of Inventory	2.6	0.7	- 73.1%	--	--	--

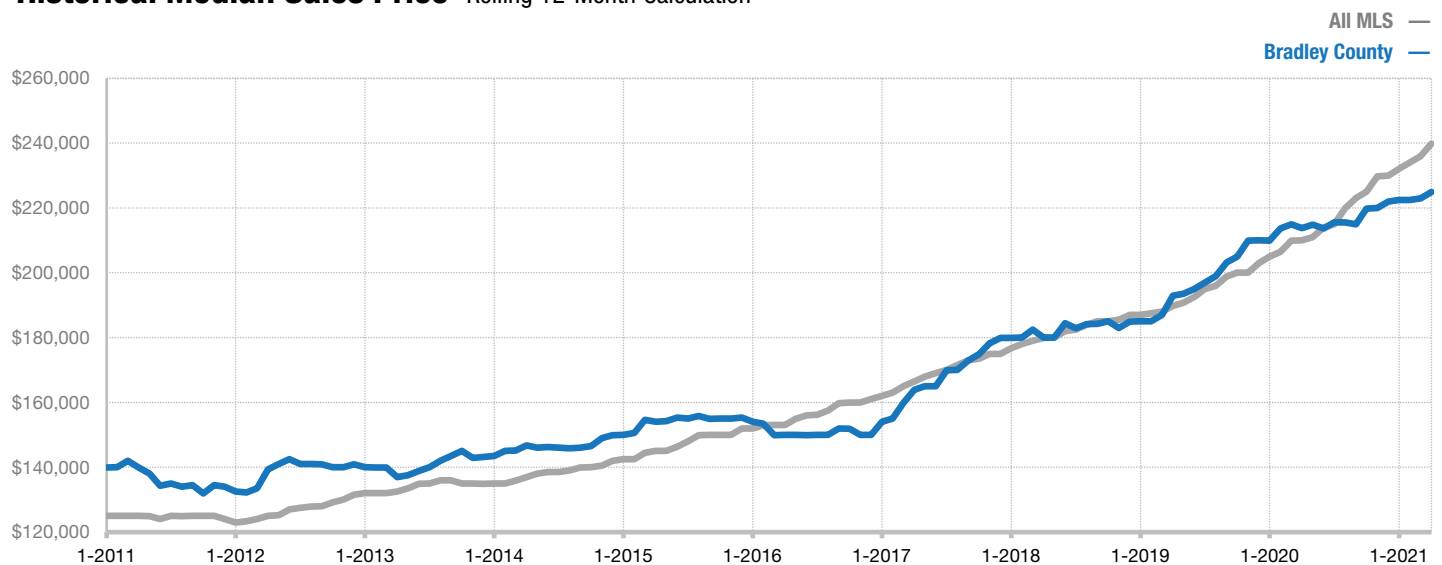
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Brainerd

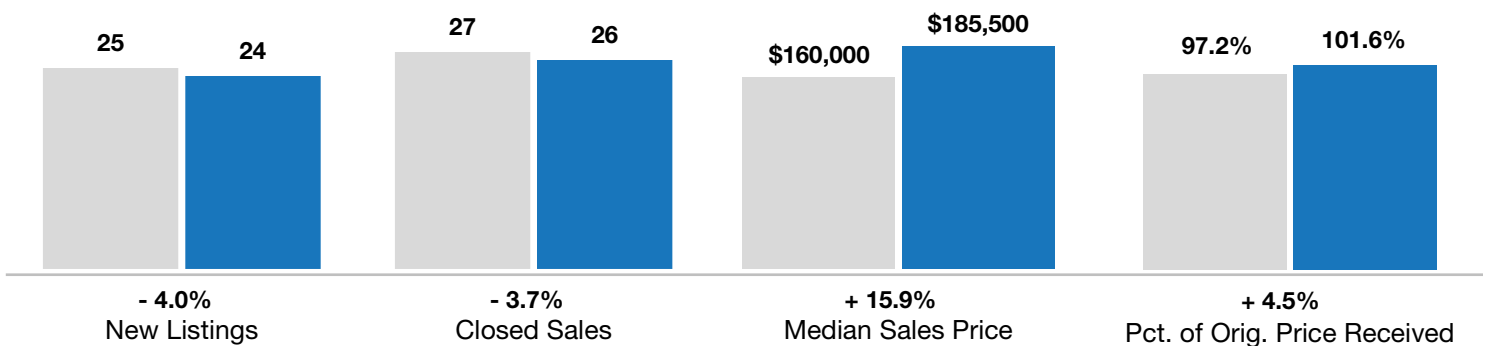
Includes the Ridgeside Community

Key Metrics	April			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	25	24	- 4.0%	94	99	+ 5.3%
Closed Sales	27	26	- 3.7%	77	92	+ 19.5%
Median Sales Price	\$160,000	\$185,500	+ 15.9%	\$155,900	\$181,500	+ 16.4%
Pct. of Orig. Price Received	97.2%	101.6%	+ 4.5%	95.2%	99.0%	+ 4.0%
Days on Market Until Sale	36	14	- 61.1%	45	25	- 44.4%
Inventory of Homes for Sale	31	15	- 51.6%	--	--	--
Months Supply of Inventory	1.4	0.6	- 57.1%	--	--	--

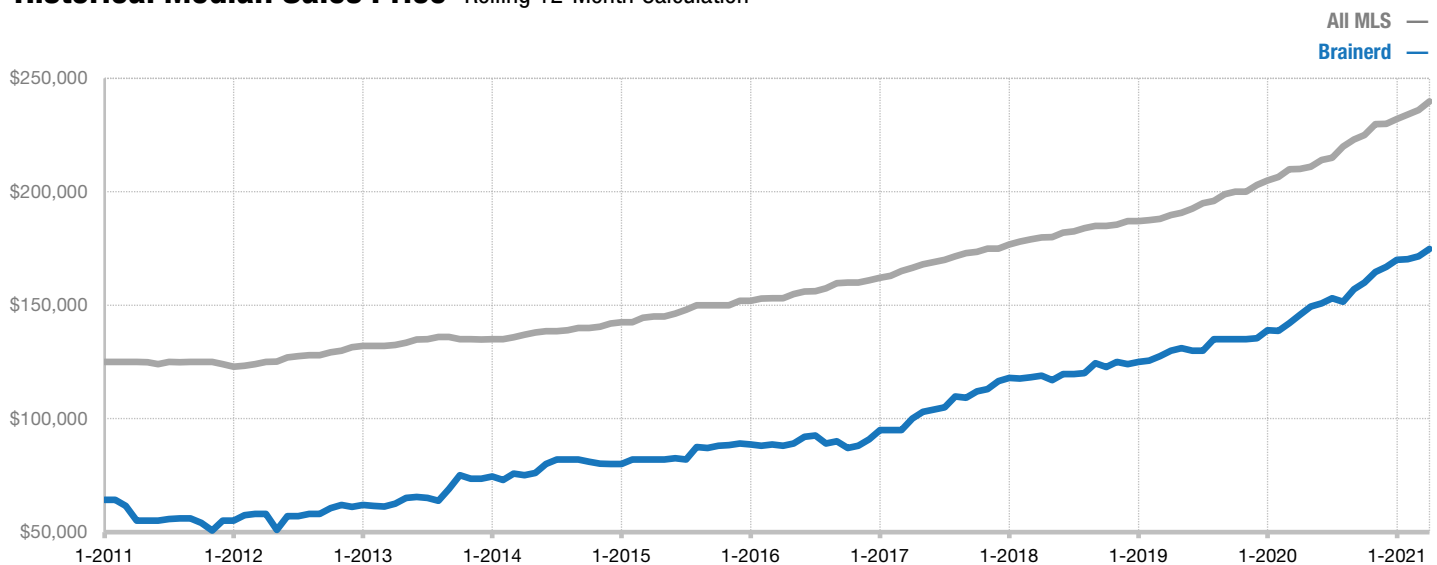
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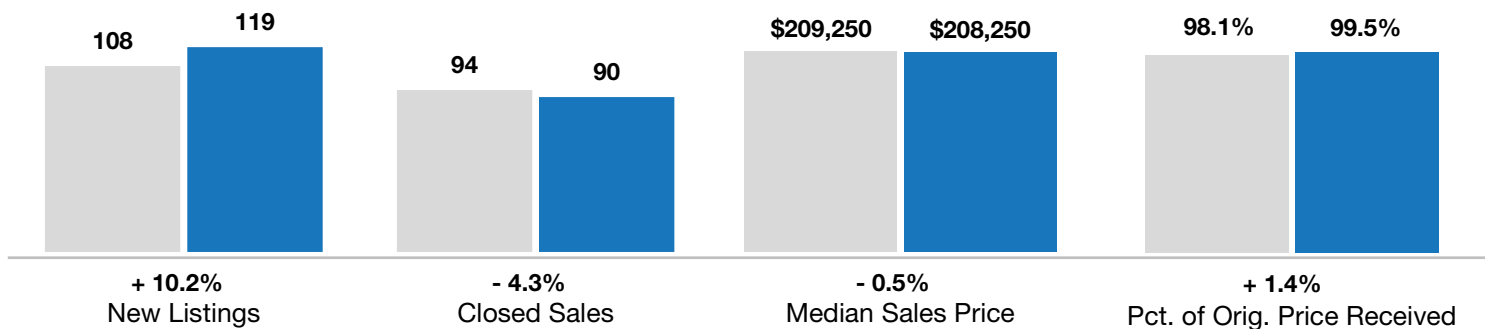
Catoosa County

Key Metrics	April			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	108	119	+ 10.2%	422	343	- 18.7%
Closed Sales	94	90	- 4.3%	303	307	+ 1.3%
Median Sales Price	\$209,250	\$208,250	- 0.5%	\$200,250	\$211,000	+ 5.4%
Pct. of Orig. Price Received	98.1%	99.5%	+ 1.4%	97.1%	98.7%	+ 1.6%
Days on Market Until Sale	47	18	- 61.7%	48	27	- 43.8%
Inventory of Homes for Sale	193	49	- 74.6%	--	--	--
Months Supply of Inventory	2.3	0.5	- 78.3%	--	--	--

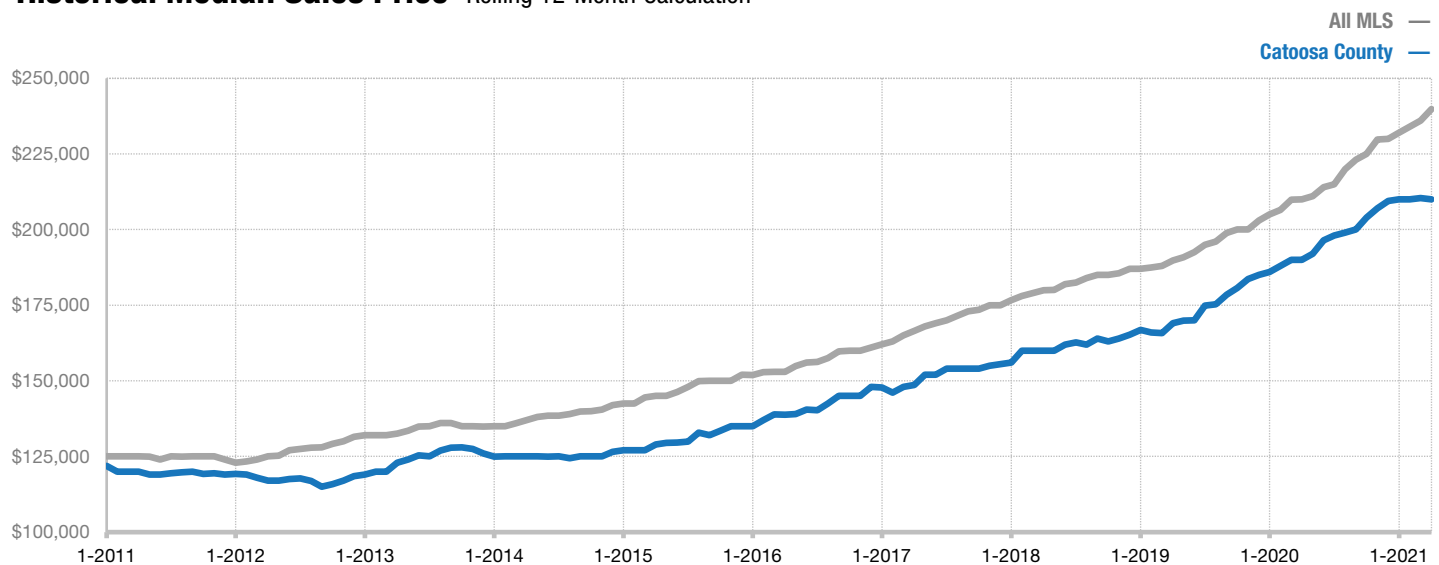
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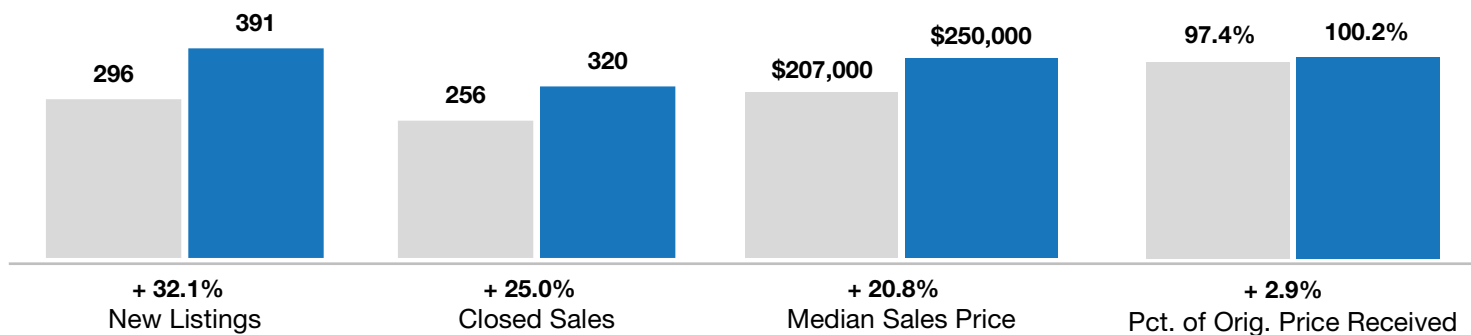
Chattanooga

Key Metrics	April			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	296	391	+ 32.1%	1,312	1,397	+ 6.5%
Closed Sales	256	320	+ 25.0%	969	1,185	+ 22.3%
Median Sales Price	\$207,000	\$250,000	+ 20.8%	\$214,900	\$250,000	+ 16.3%
Pct. of Orig. Price Received	97.4%	100.2%	+ 2.9%	96.6%	98.9%	+ 2.4%
Days on Market Until Sale	40	24	- 40.0%	50	29	- 42.0%
Inventory of Homes for Sale	656	244	- 62.8%	--	--	--
Months Supply of Inventory	2.2	0.7	- 68.2%	--	--	--

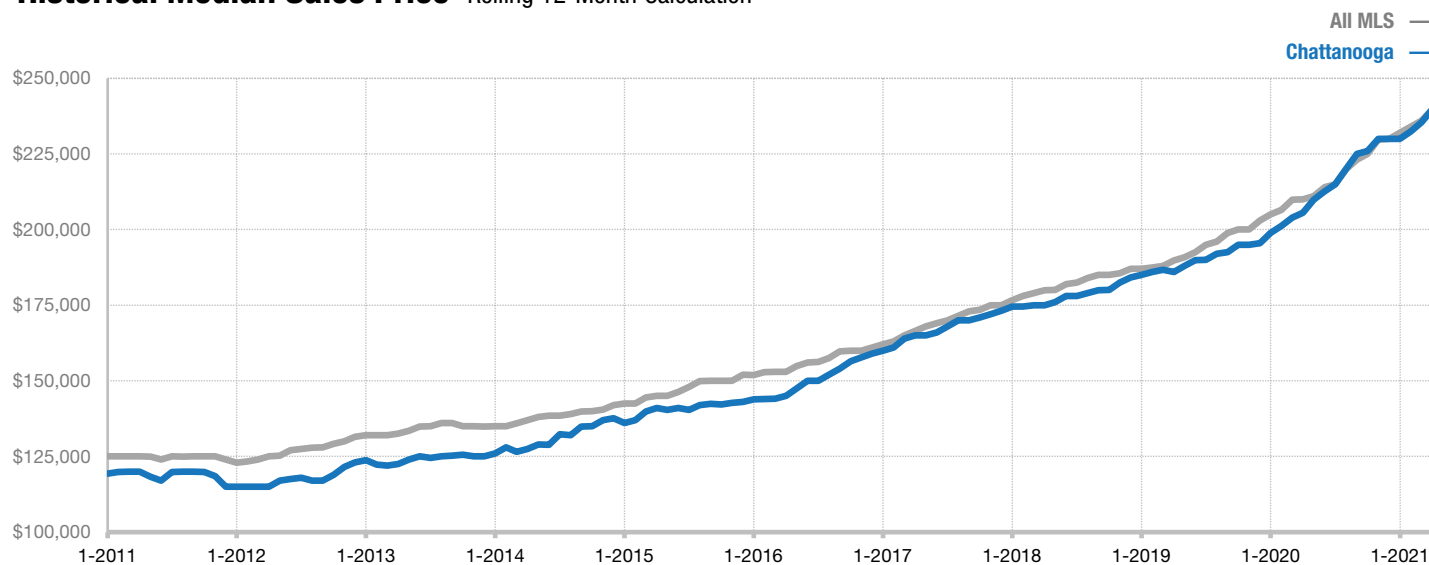
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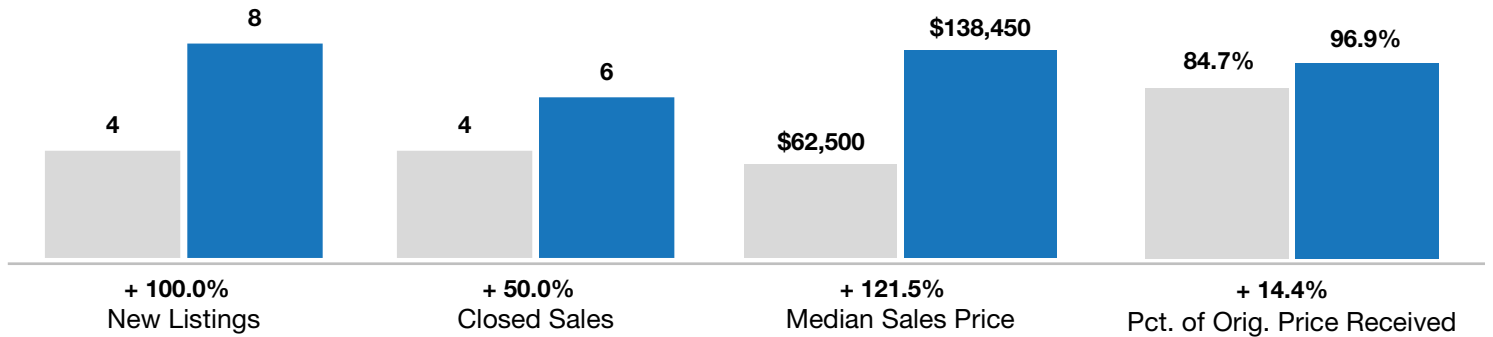
Chattooga County

Key Metrics	April			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	4	8	+ 100.0%	34	37	+ 8.8%
Closed Sales	4	6	+ 50.0%	26	27	+ 3.8%
Median Sales Price	\$62,500	\$138,450	+ 121.5%	\$97,500	\$125,000	+ 28.2%
Pct. of Orig. Price Received	84.7%	96.9%	+ 14.4%	92.8%	95.3%	+ 2.7%
Days on Market Until Sale	57	18	- 68.4%	57	14	- 75.4%
Inventory of Homes for Sale	24	8	- 66.7%	--	--	--
Months Supply of Inventory	4.2	0.9	- 78.6%	--	--	--

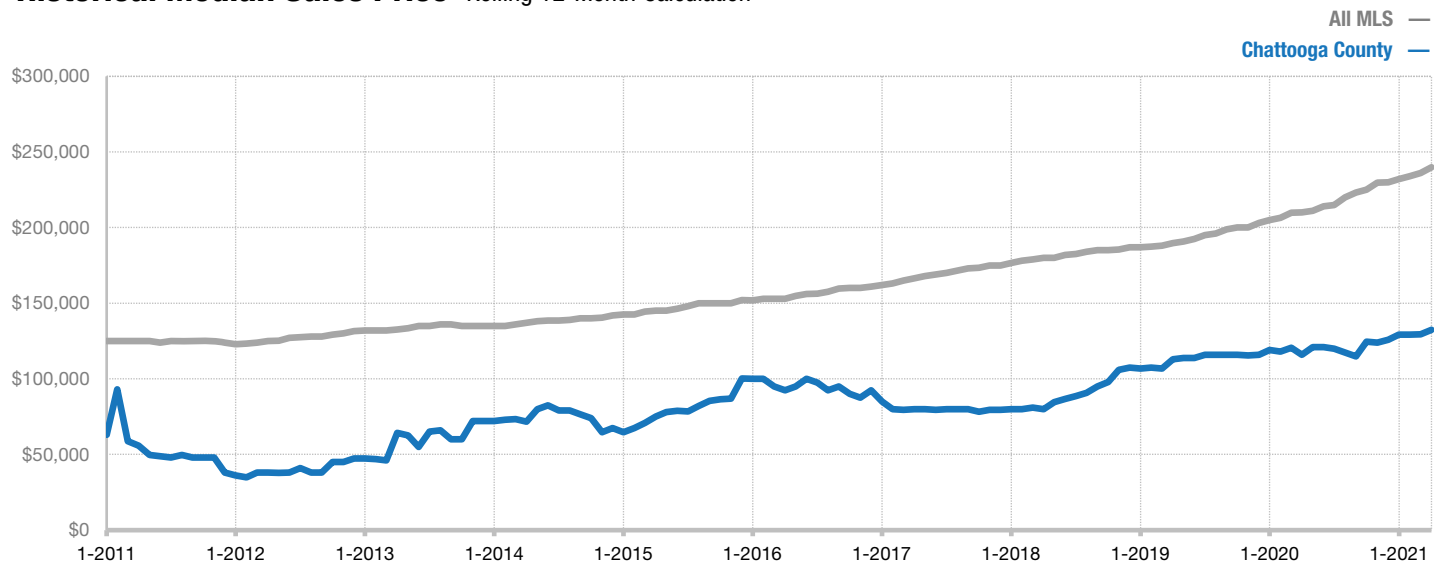
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Collegedale

Key Metrics	April			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	0	0	--	0	1	--
Closed Sales	0	0	--	0	0	--
Median Sales Price	\$0	\$0	--	\$0	\$0	--
Pct. of Orig. Price Received	0.0%	0.0%	--	0	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	4	--	--	--	--
Months Supply of Inventory	0	0	--	--	--	--

Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

April

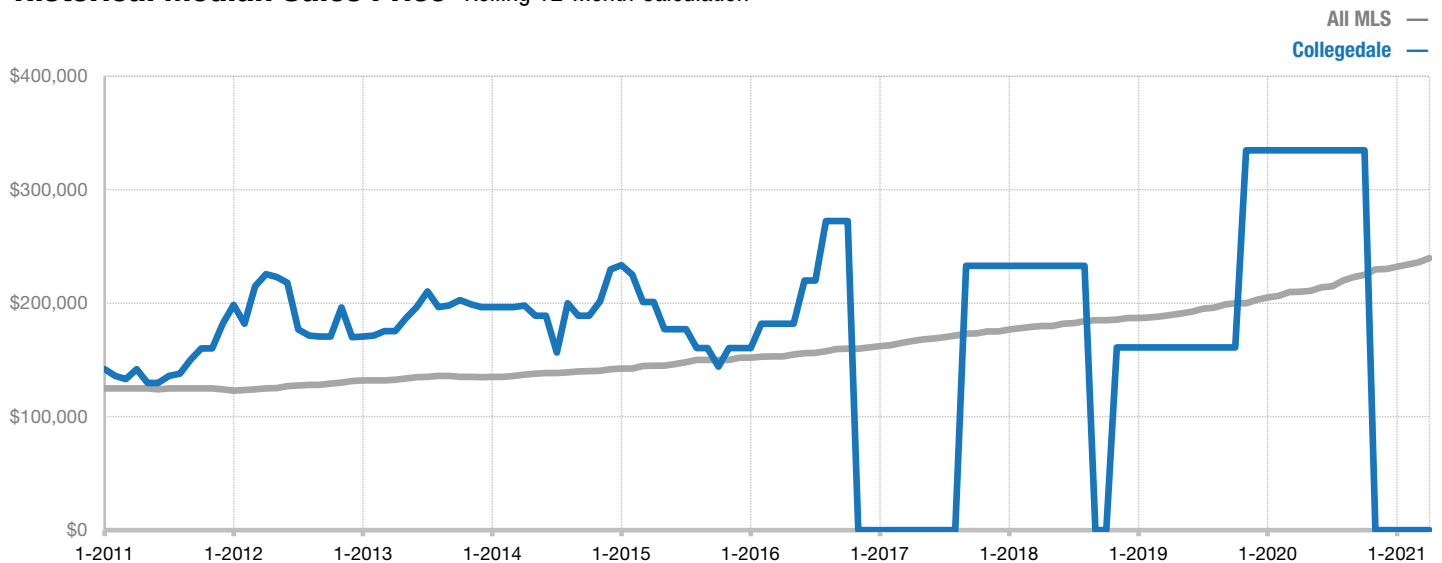
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New Listings Closed Sales Median Sales Price Pct. of Orig. Price Received

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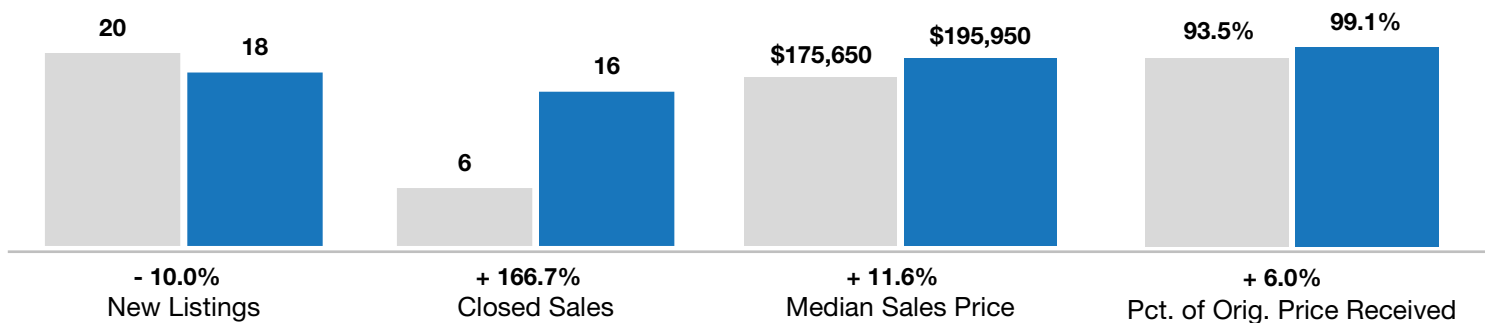
Dade County

Key Metrics	April			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	20	18	- 10.0%	61	64	+ 4.9%
Closed Sales	6	16	+ 166.7%	31	53	+ 71.0%
Median Sales Price	\$175,650	\$195,950	+ 11.6%	\$180,000	\$186,000	+ 3.3%
Pct. of Orig. Price Received	93.5%	99.1%	+ 6.0%	93.4%	96.3%	+ 3.1%
Days on Market Until Sale	110	30	- 72.7%	62	53	- 14.5%
Inventory of Homes for Sale	71	20	- 71.8%	--	--	--
Months Supply of Inventory	7.1	1.0	- 85.9%	--	--	--

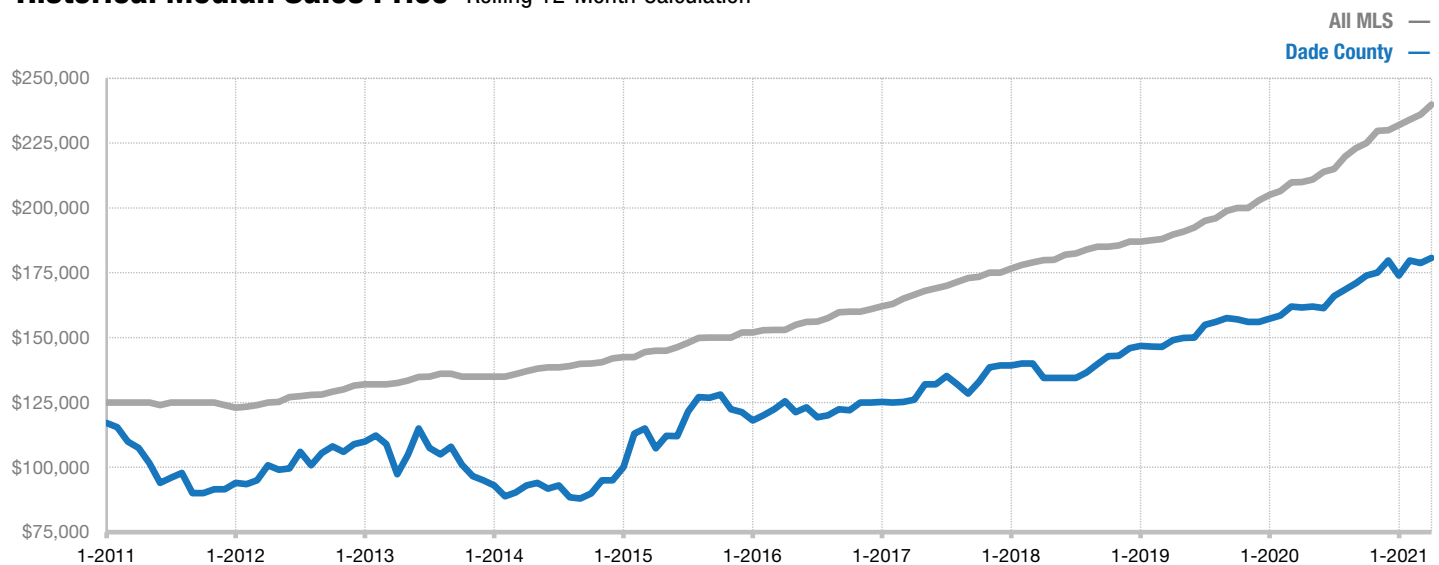
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Downtown Chattanooga

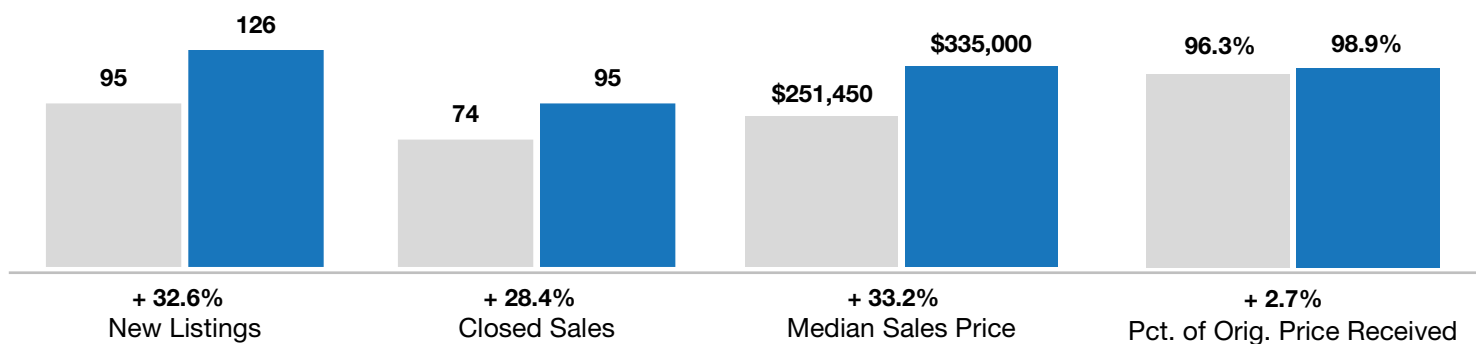
ZIP Codes: 37402, 37403, 37404, 37405, 37406, 37408 and 37450

Key Metrics	April			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	95	126	+ 32.6%	452	444	- 1.8%
Closed Sales	74	95	+ 28.4%	299	360	+ 20.4%
Median Sales Price	\$251,450	\$335,000	+ 33.2%	\$256,000	\$315,000	+ 23.0%
Pct. of Orig. Price Received	96.3%	98.9%	+ 2.7%	96.0%	97.8%	+ 1.9%
Days on Market Until Sale	56	42	- 25.0%	59	43	- 27.1%
Inventory of Homes for Sale	300	107	- 64.3%	--	--	--
Months Supply of Inventory	3.3	0.9	- 72.7%	--	--	--

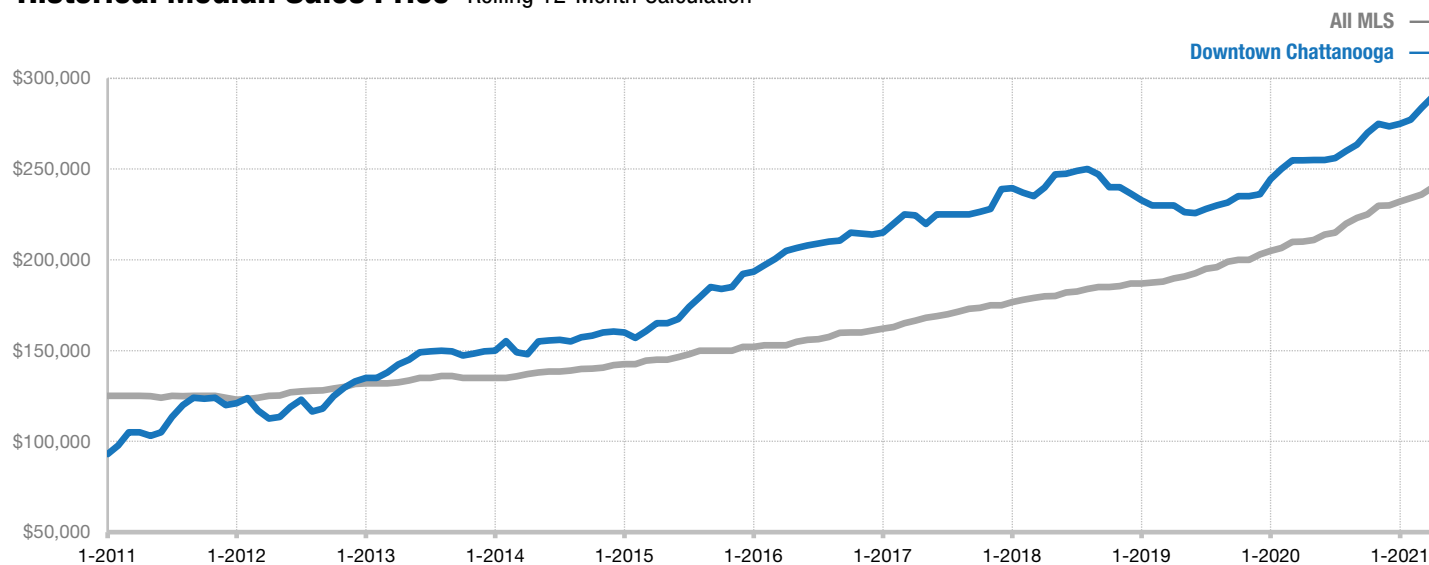
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East Brainerd

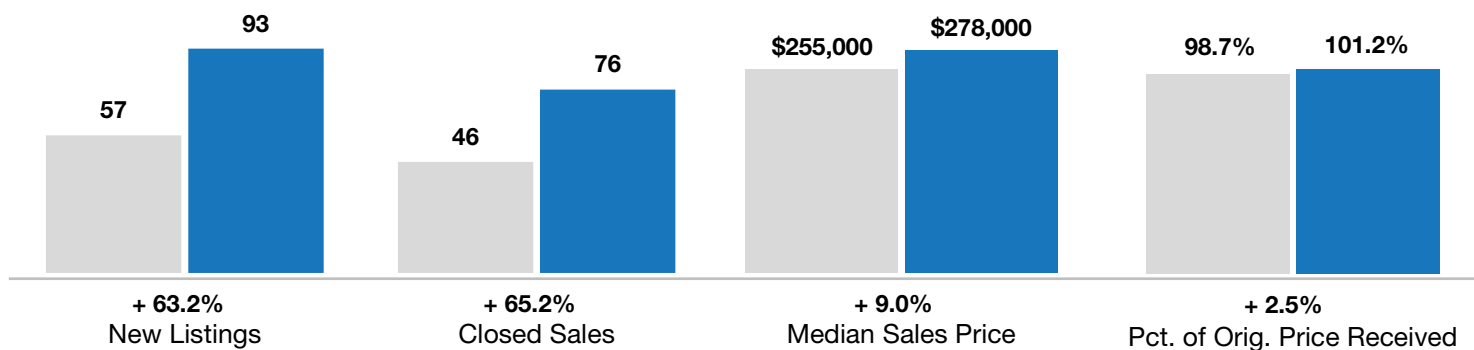
Includes the Cromwell, Dalewood, Eastdale & Tyner Communities

Key Metrics	April			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	57	93	+ 63.2%	293	329	+ 12.3%
Closed Sales	46	76	+ 65.2%	195	284	+ 45.6%
Median Sales Price	\$255,000	\$278,000	+ 9.0%	\$239,900	\$275,000	+ 14.6%
Pct. of Orig. Price Received	98.7%	101.2%	+ 2.5%	97.7%	99.9%	+ 2.3%
Days on Market Until Sale	22	12	- 45.5%	39	21	- 46.2%
Inventory of Homes for Sale	122	42	- 65.6%	--	--	--
Months Supply of Inventory	2.0	0.5	- 75.0%	--	--	--

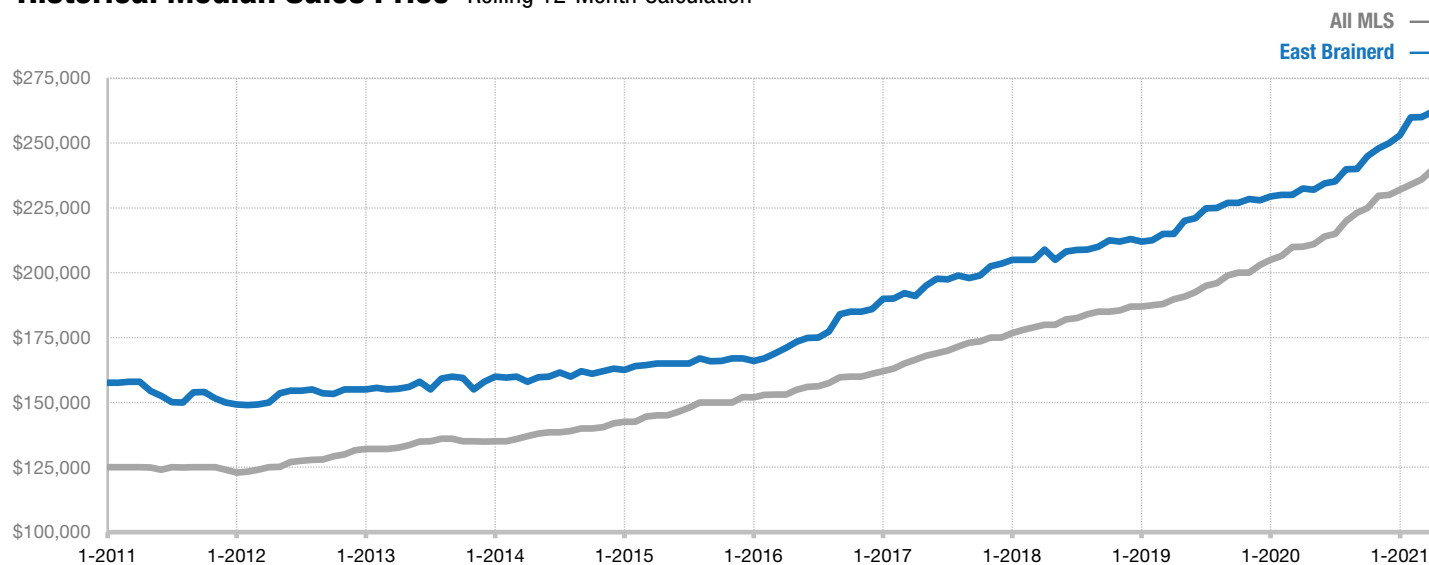
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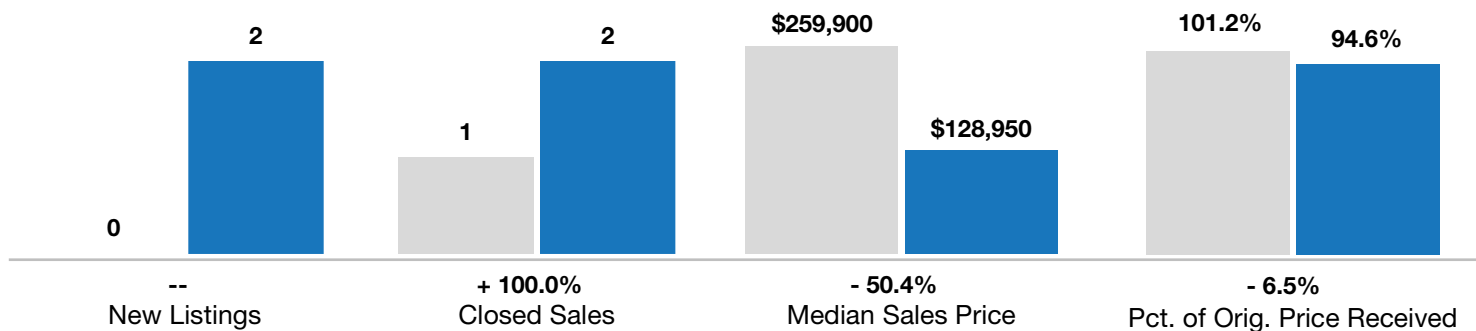
East Ridge

Key Metrics	April			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	0	2	--	1	4	+ 300.0%
Closed Sales	1	2	+ 100.0%	1	3	+ 200.0%
Median Sales Price	\$259,900	\$128,950	- 50.4%	\$259,900	\$130,000	- 50.0%
Pct. of Orig. Price Received	101.2%	94.6%	- 6.5%	101.2%	96.4%	- 4.7%
Days on Market Until Sale	4	17	+ 325.0%	4	35	+ 775.0%
Inventory of Homes for Sale	1	0	- 100.0%	--	--	--
Months Supply of Inventory	0.9	0	- 100.0%	--	--	--

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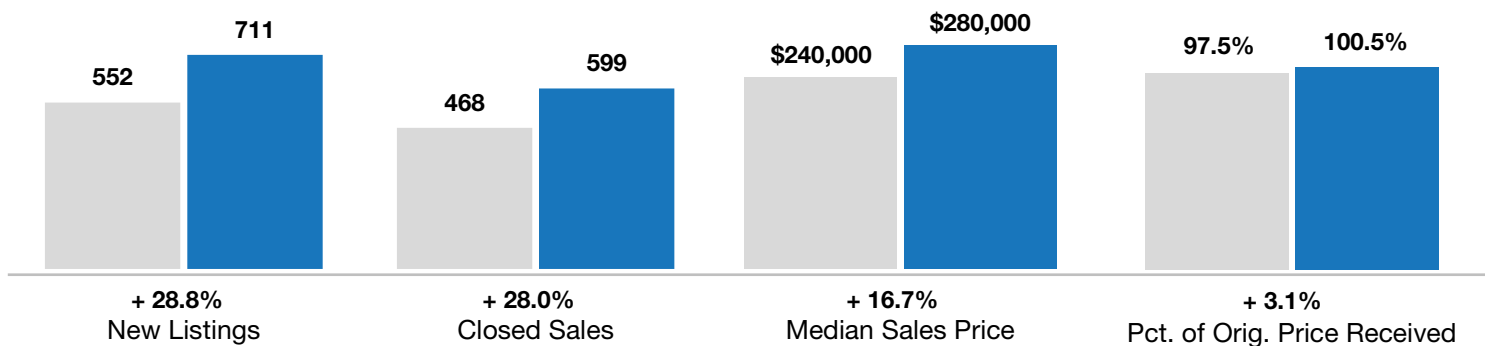
Hamilton County

Key Metrics	April			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	552	711	+ 28.8%	2,431	2,507	+ 3.1%
Closed Sales	468	599	+ 28.0%	1,797	2,178	+ 21.2%
Median Sales Price	\$240,000	\$280,000	+ 16.7%	\$240,000	\$280,000	+ 16.7%
Pct. of Orig. Price Received	97.5%	100.5%	+ 3.1%	96.9%	99.3%	+ 2.5%
Days on Market Until Sale	47	22	- 53.2%	55	30	- 45.5%
Inventory of Homes for Sale	1,290	414	- 67.9%	--	--	--
Months Supply of Inventory	2.4	0.6	- 75.0%	--	--	--

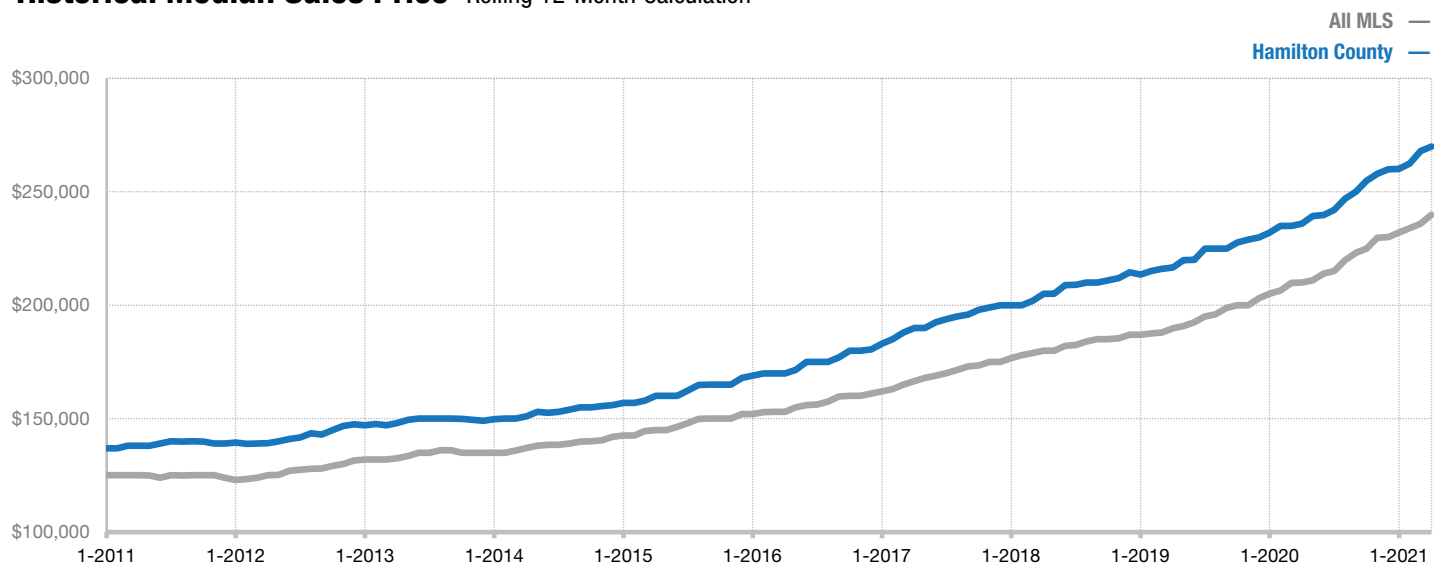
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Harrison / Georgetown

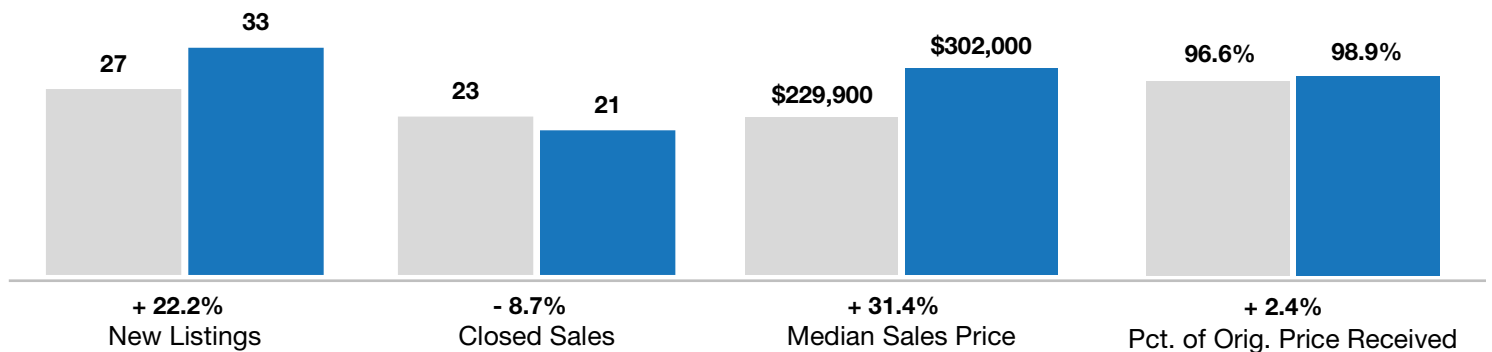
ZIP Codes: 37341 and 37308

Key Metrics	April			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	27	33	+ 22.2%	112	104	- 7.1%
Closed Sales	23	21	- 8.7%	97	89	- 8.2%
Median Sales Price	\$229,900	\$302,000	+ 31.4%	\$209,900	\$267,900	+ 27.6%
Pct. of Orig. Price Received	96.6%	98.9%	+ 2.4%	96.4%	99.3%	+ 3.0%
Days on Market Until Sale	42	12	- 71.4%	63	27	- 57.1%
Inventory of Homes for Sale	78	21	- 73.1%	--	--	--
Months Supply of Inventory	3.3	0.8	- 75.8%	--	--	--

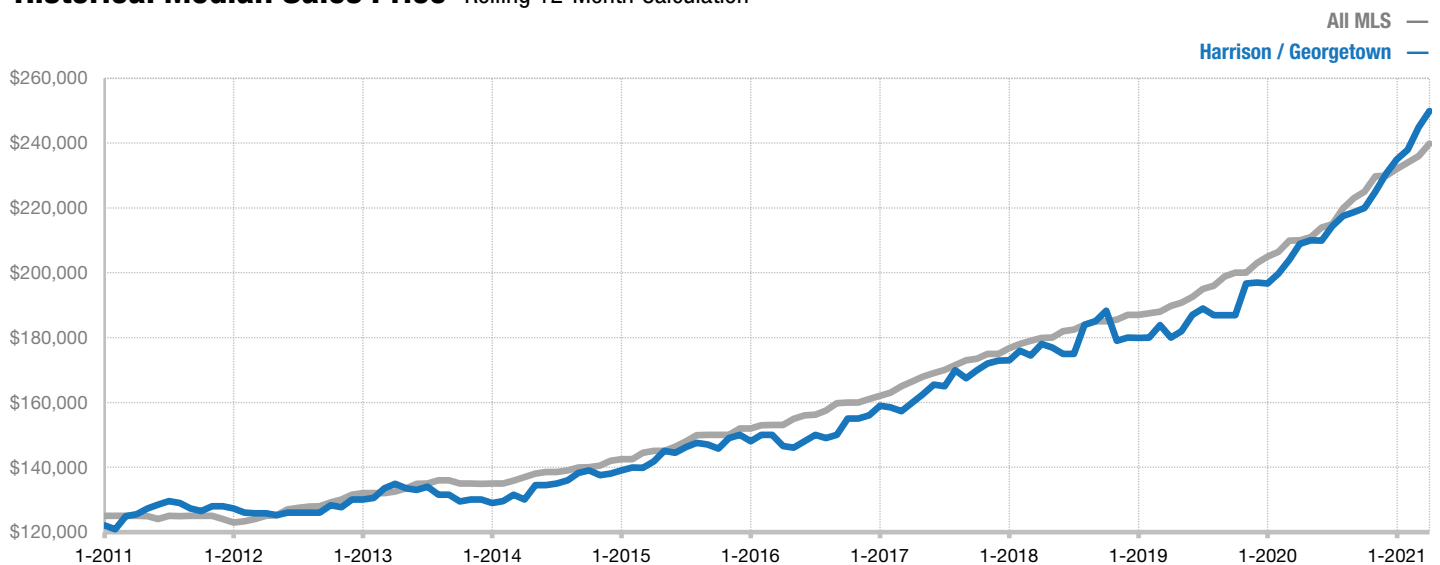
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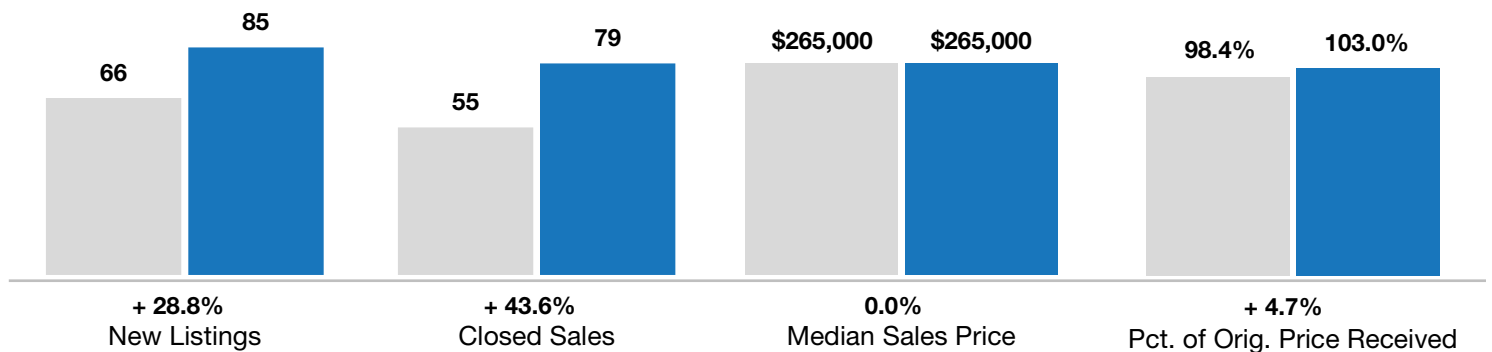
Hixson

Key Metrics	April			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	66	85	+ 28.8%	297	306	+ 3.0%
Closed Sales	55	79	+ 43.6%	214	277	+ 29.4%
Median Sales Price	\$265,000	\$265,000	0.0%	\$238,750	\$264,000	+ 10.6%
Pct. of Orig. Price Received	98.4%	103.0%	+ 4.7%	98.0%	101.2%	+ 3.3%
Days on Market Until Sale	40	13	- 67.5%	46	19	- 58.7%
Inventory of Homes for Sale	111	31	- 72.1%	--	--	--
Months Supply of Inventory	1.8	0.4	- 77.8%	--	--	--

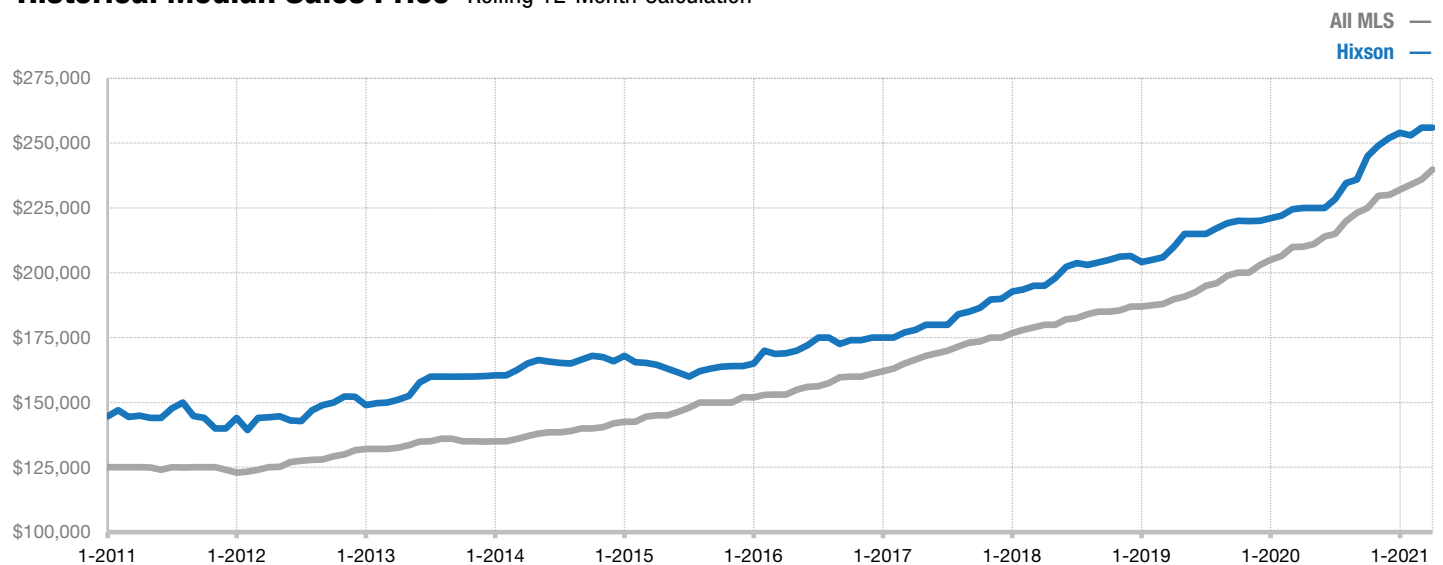
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Lookout Mountain

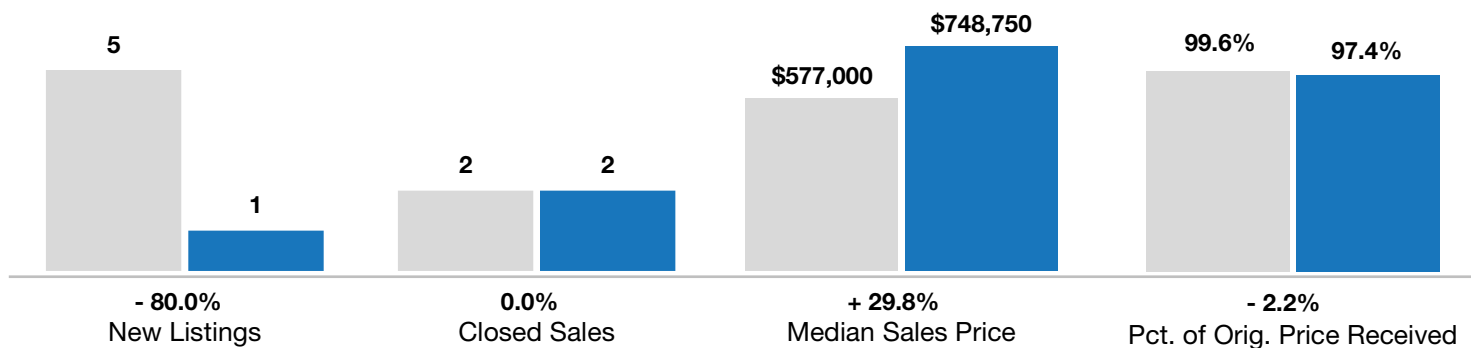
Hamilton County Only

Key Metrics	April			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	5	1	- 80.0%	15	15	0.0%
Closed Sales	2	2	0.0%	9	13	+ 44.4%
Median Sales Price	\$577,000	\$748,750	+ 29.8%	\$725,000	\$527,500	- 27.2%
Pct. of Orig. Price Received	99.6%	97.4%	- 2.2%	100.6%	98.7%	- 1.9%
Days on Market Until Sale	2	3	+ 50.0%	43	6	- 86.0%
Inventory of Homes for Sale	11	4	- 63.6%	--	--	--
Months Supply of Inventory	2.2	1.0	- 54.5%	--	--	--

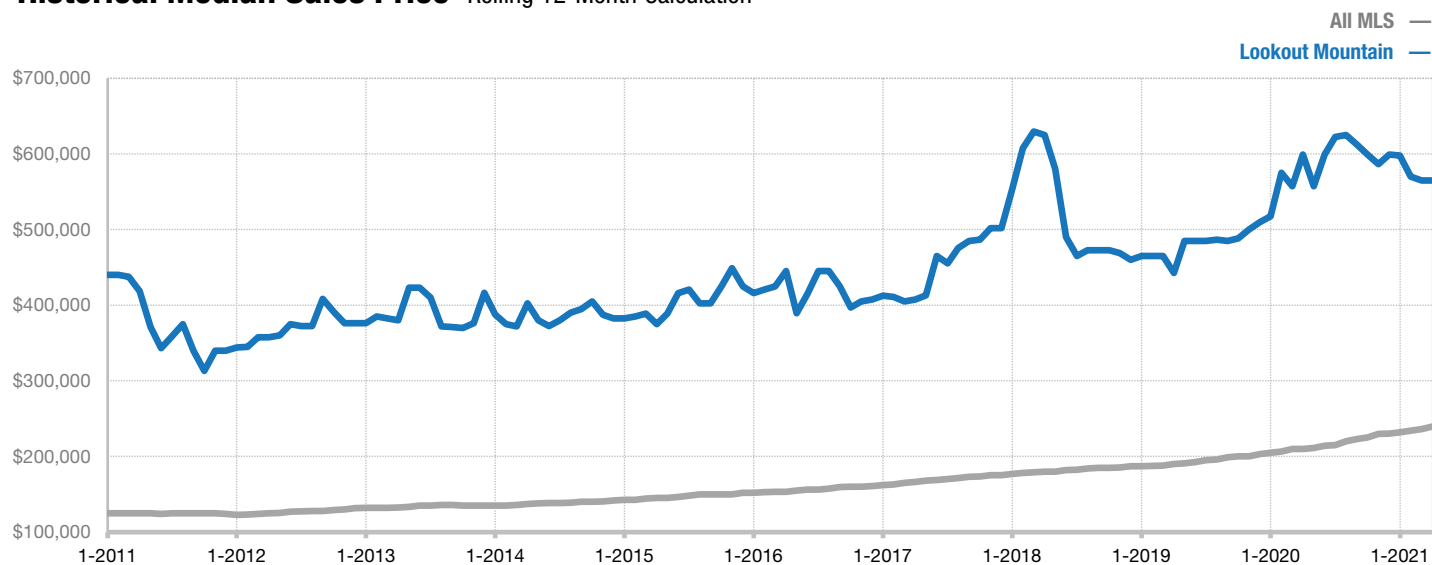
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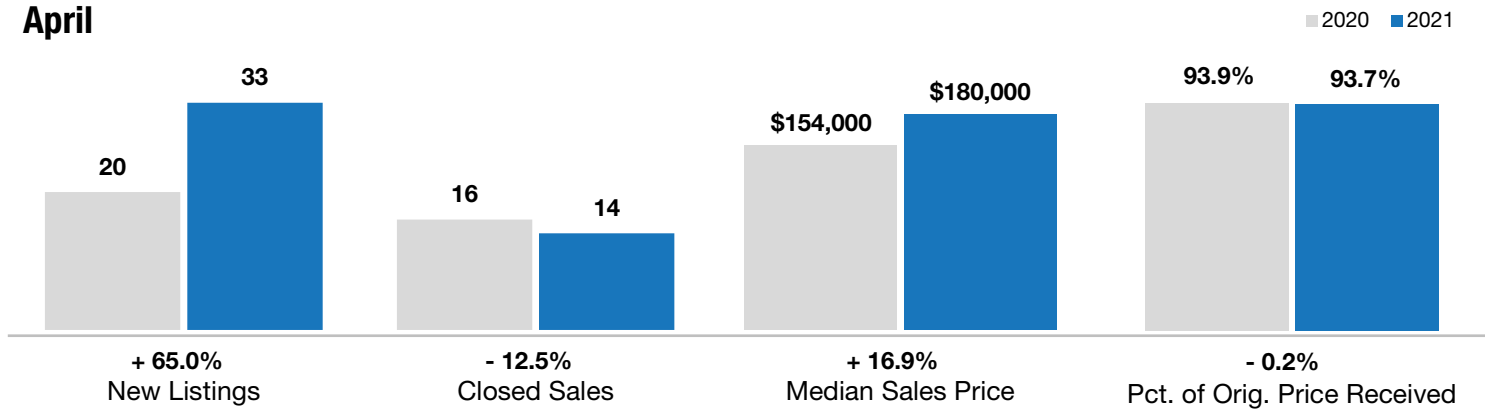
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Marion County

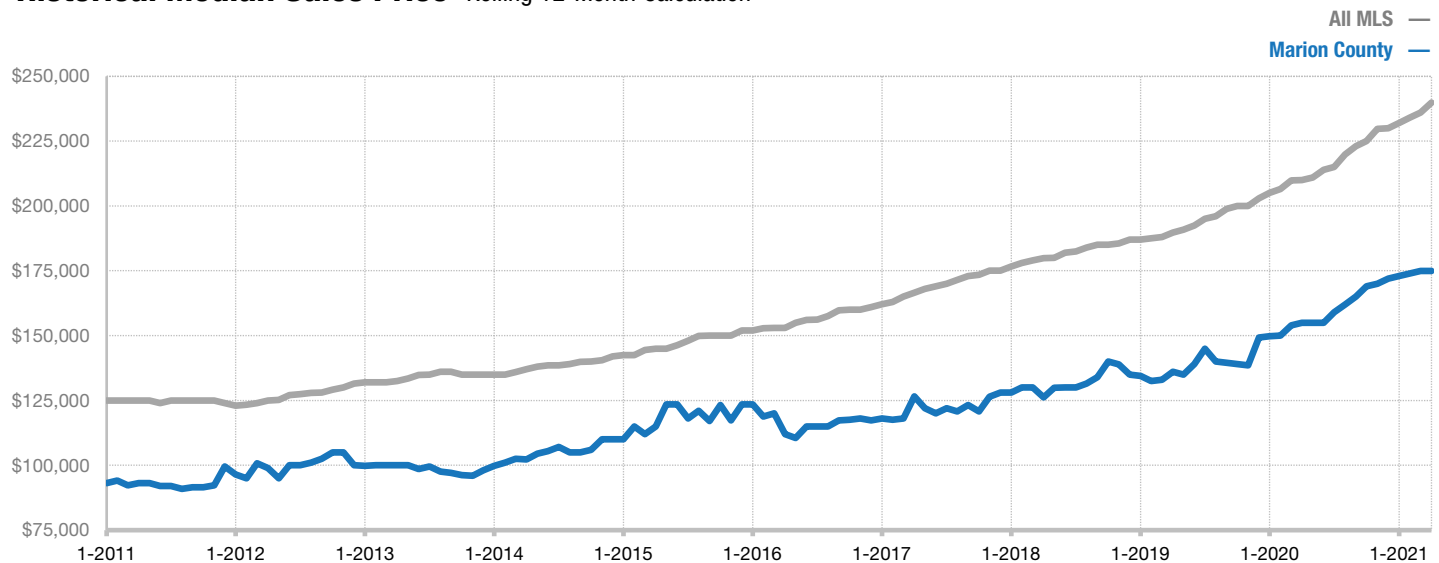
Key Metrics	April			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	20	33	+ 65.0%	77	82	+ 6.5%
Closed Sales	16	14	- 12.5%	64	63	- 1.6%
Median Sales Price	\$154,000	\$180,000	+ 16.9%	\$155,000	\$175,000	+ 12.9%
Pct. of Orig. Price Received	93.9%	93.7%	- 0.2%	95.9%	92.9%	- 3.1%
Days on Market Until Sale	51	37	- 27.5%	59	58	- 1.7%
Inventory of Homes for Sale	82	26	- 68.3%	--	--	--
Months Supply of Inventory	5.2	1.3	- 75.0%	--	--	--

Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

April



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – April 2021

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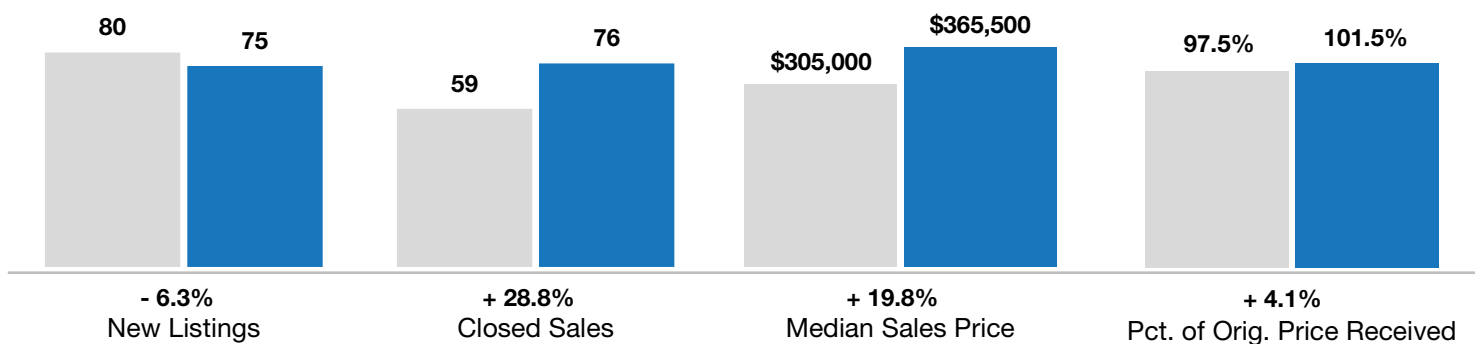
Ooltewah

Key Metrics	April			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	80	75	- 6.3%	352	309	- 12.2%
Closed Sales	59	76	+ 28.8%	254	302	+ 18.9%
Median Sales Price	\$305,000	\$365,500	+ 19.8%	\$309,450	\$340,000	+ 9.9%
Pct. of Orig. Price Received	97.5%	101.5%	+ 4.1%	97.4%	99.9%	+ 2.6%
Days on Market Until Sale	66	24	- 63.6%	74	39	- 47.3%
Inventory of Homes for Sale	231	46	- 80.1%	--	--	--
Months Supply of Inventory	3.2	0.5	- 84.4%	--	--	--

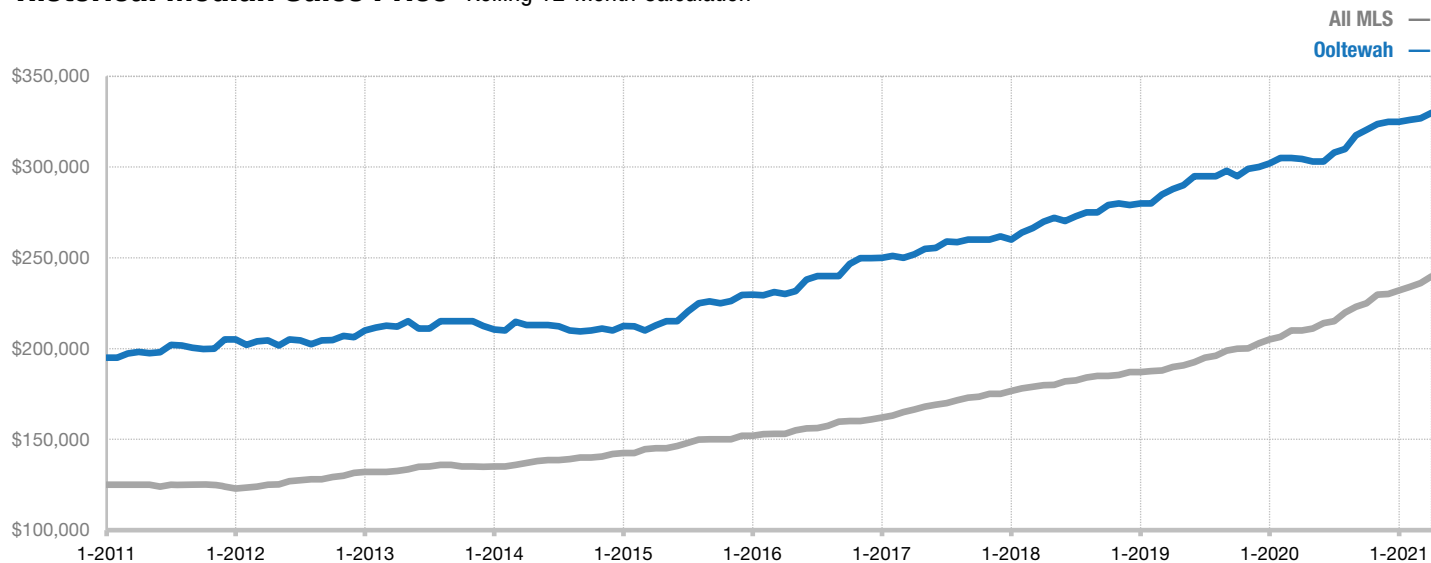
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April

■ 2020 ■ 2021



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – April 2021

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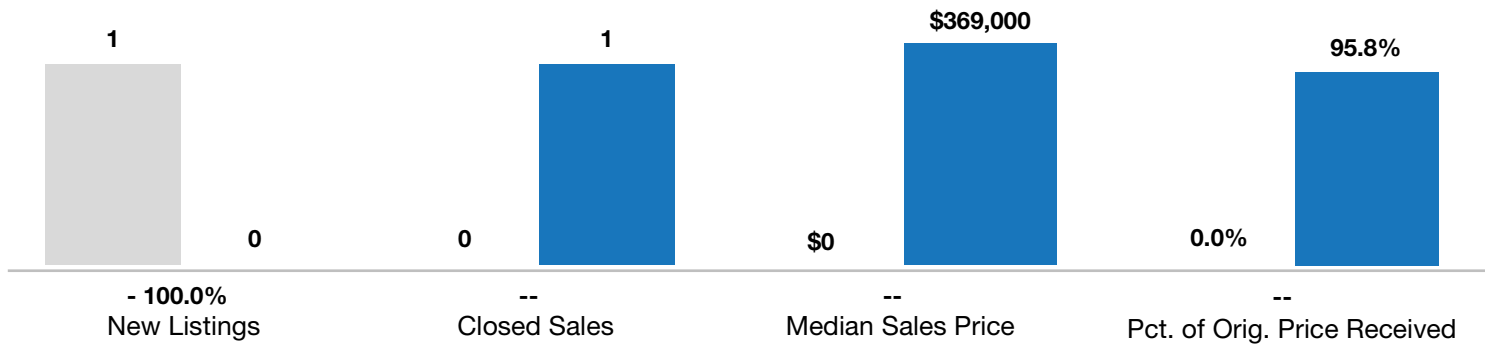
Red Bank

Key Metrics	April			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	1	0	- 100.0%	2	3	+ 50.0%
Closed Sales	0	1	--	5	3	- 40.0%
Median Sales Price	\$0	\$369,000	--	\$259,900	\$215,000	- 17.3%
Pct. of Orig. Price Received	0.0%	95.8%	--	93.2%	99.7%	+ 7.0%
Days on Market Until Sale	0	77	--	177	122	- 31.1%
Inventory of Homes for Sale	4	0	- 100.0%	--	--	--
Months Supply of Inventory	2.0	0	- 100.0%	--	--	--

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April

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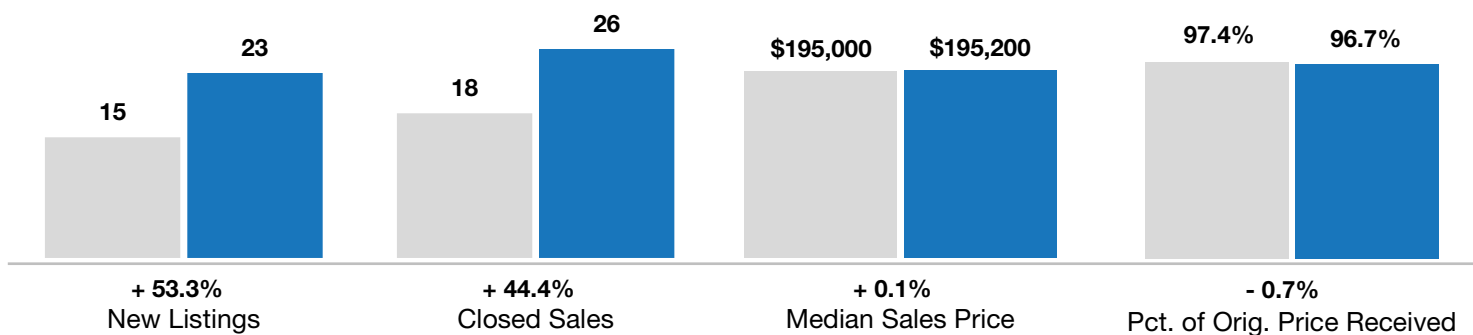
Rhea County

Key Metrics	April			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	15	23	+ 53.3%	82	104	+ 26.8%
Closed Sales	18	26	+ 44.4%	69	92	+ 33.3%
Median Sales Price	\$195,000	\$195,200	+ 0.1%	\$185,000	\$201,000	+ 8.6%
Pct. of Orig. Price Received	97.4%	96.7%	- 0.7%	95.0%	96.4%	+ 1.5%
Days on Market Until Sale	74	47	- 36.5%	64	48	- 25.0%
Inventory of Homes for Sale	60	24	- 60.0%	--	--	--
Months Supply of Inventory	2.9	0.9	- 69.0%	--	--	--

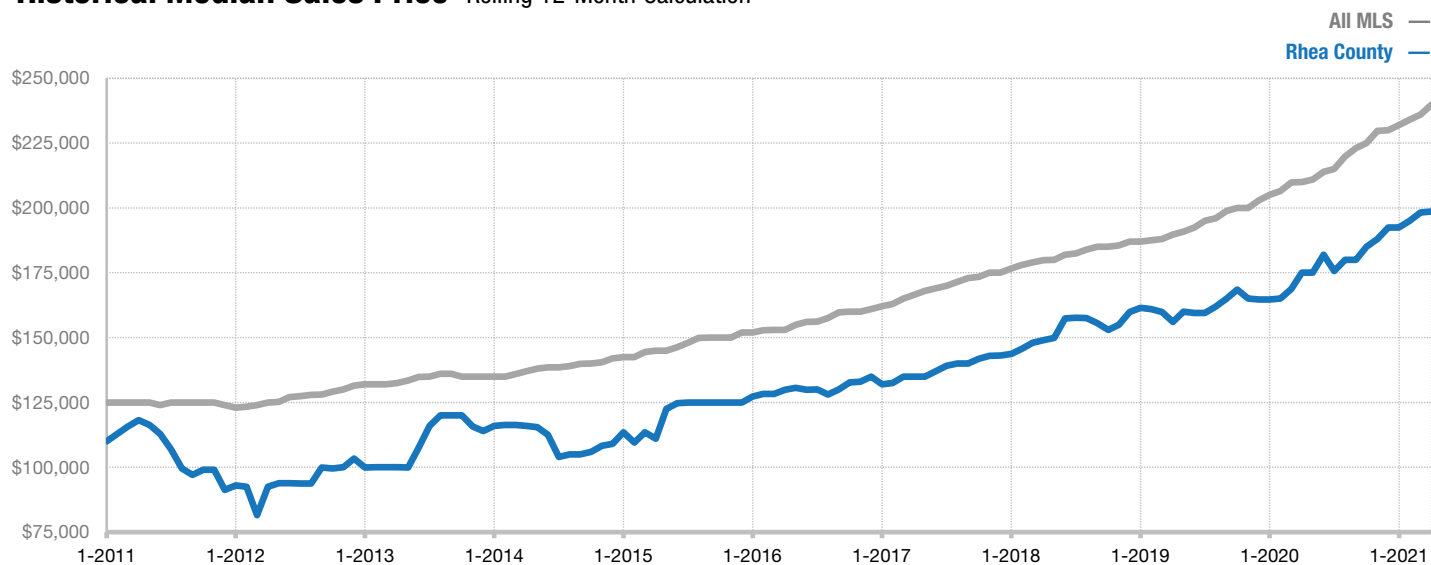
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April

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – April 2021

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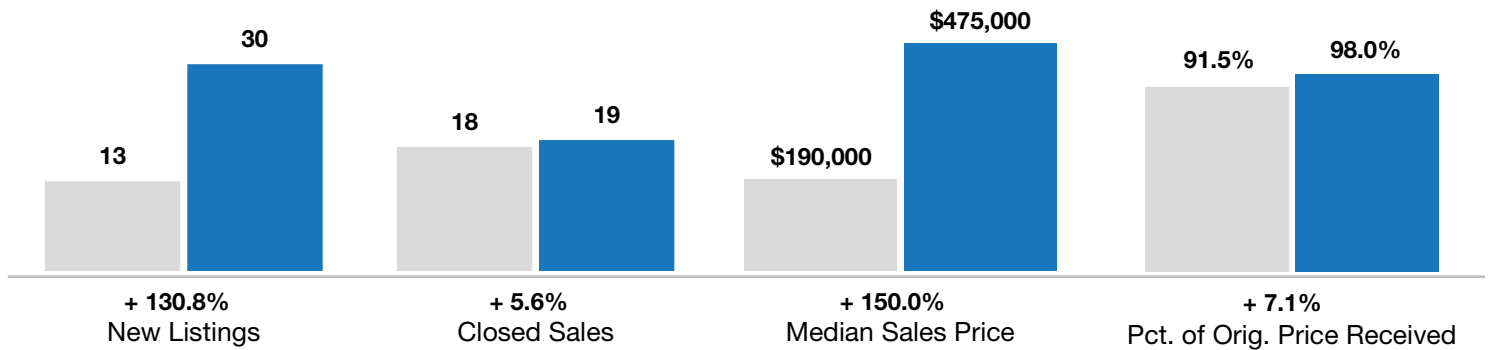
Sequatchie County

Key Metrics	April			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	13	30	+ 130.8%	66	100	+ 51.5%
Closed Sales	18	19	+ 5.6%	56	70	+ 25.0%
Median Sales Price	\$190,000	\$475,000	+ 150.0%	\$200,500	\$243,500	+ 21.4%
Pct. of Orig. Price Received	91.5%	98.0%	+ 7.1%	93.6%	98.6%	+ 5.3%
Days on Market Until Sale	106	21	- 80.2%	79	36	- 54.4%
Inventory of Homes for Sale	46	29	- 37.0%	--	--	--
Months Supply of Inventory	3.8	1.6	- 57.9%	--	--	--

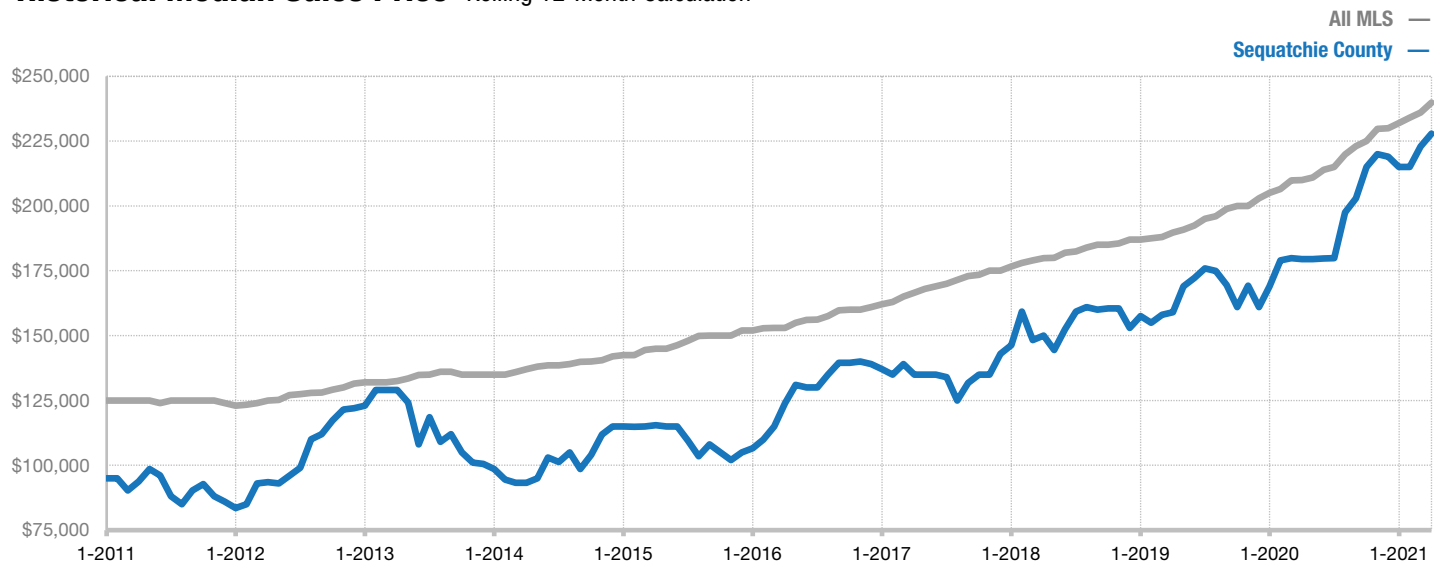
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April

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Local Market Update – April 2021

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Signal Mountain

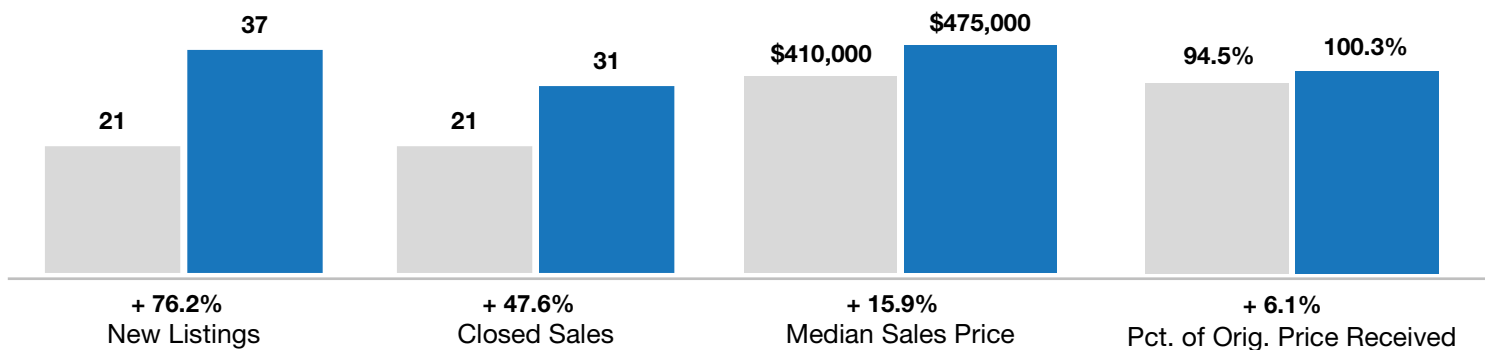
Hamilton County Only

Key Metrics	April			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	21	37	+ 76.2%	97	116	+ 19.6%
Closed Sales	21	31	+ 47.6%	68	83	+ 22.1%
Median Sales Price	\$410,000	\$475,000	+ 15.9%	\$380,500	\$454,900	+ 19.6%
Pct. of Orig. Price Received	94.5%	100.3%	+ 6.1%	95.4%	98.4%	+ 3.1%
Days on Market Until Sale	57	13	- 77.2%	68	48	- 29.4%
Inventory of Homes for Sale	69	16	- 76.8%	--	--	--
Months Supply of Inventory	2.9	0.5	- 82.8%	--	--	--

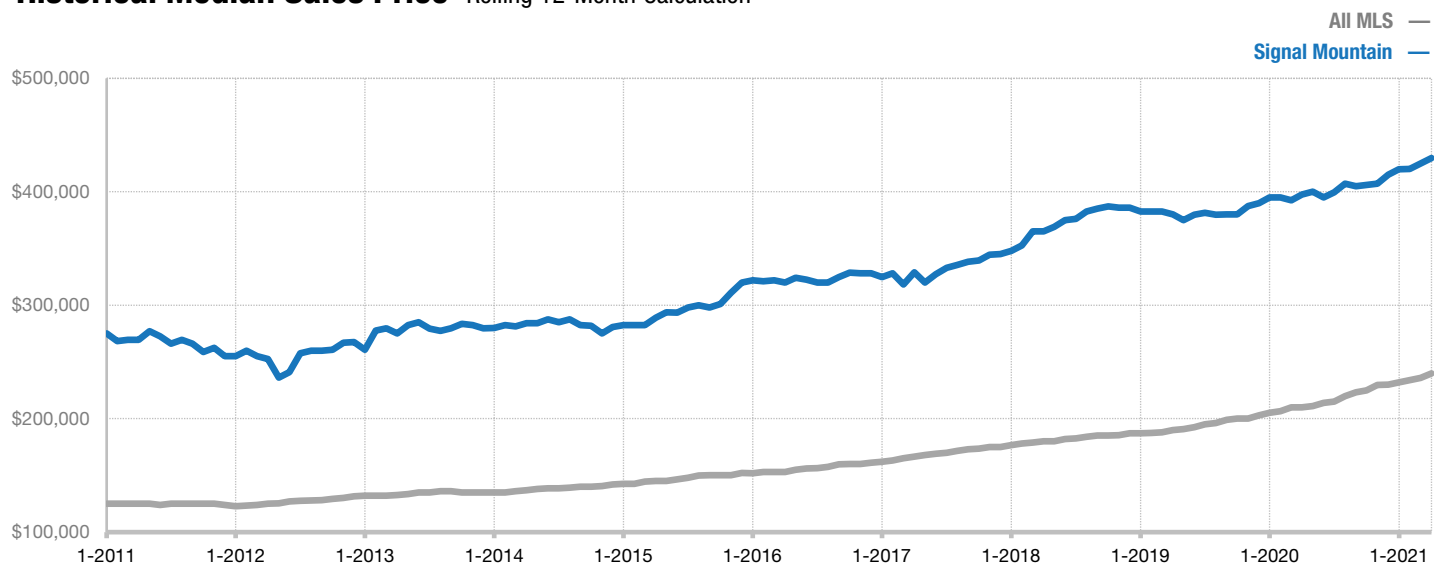
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April

■ 2020 ■ 2021



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Local Market Update – April 2021

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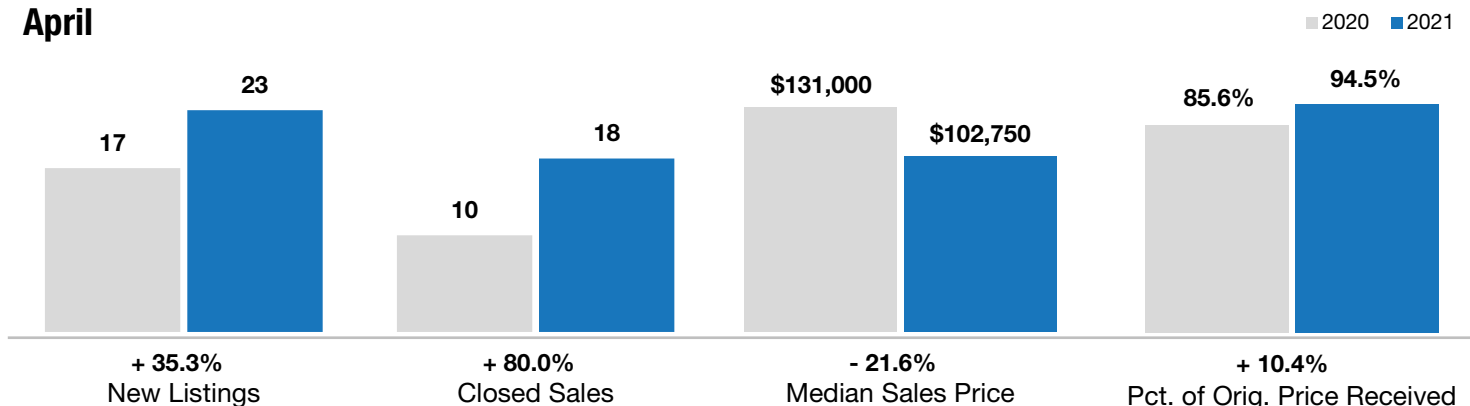
St. Elmo / High Park / Avondale

ZIP Codes: 37407, 37409 and 37410

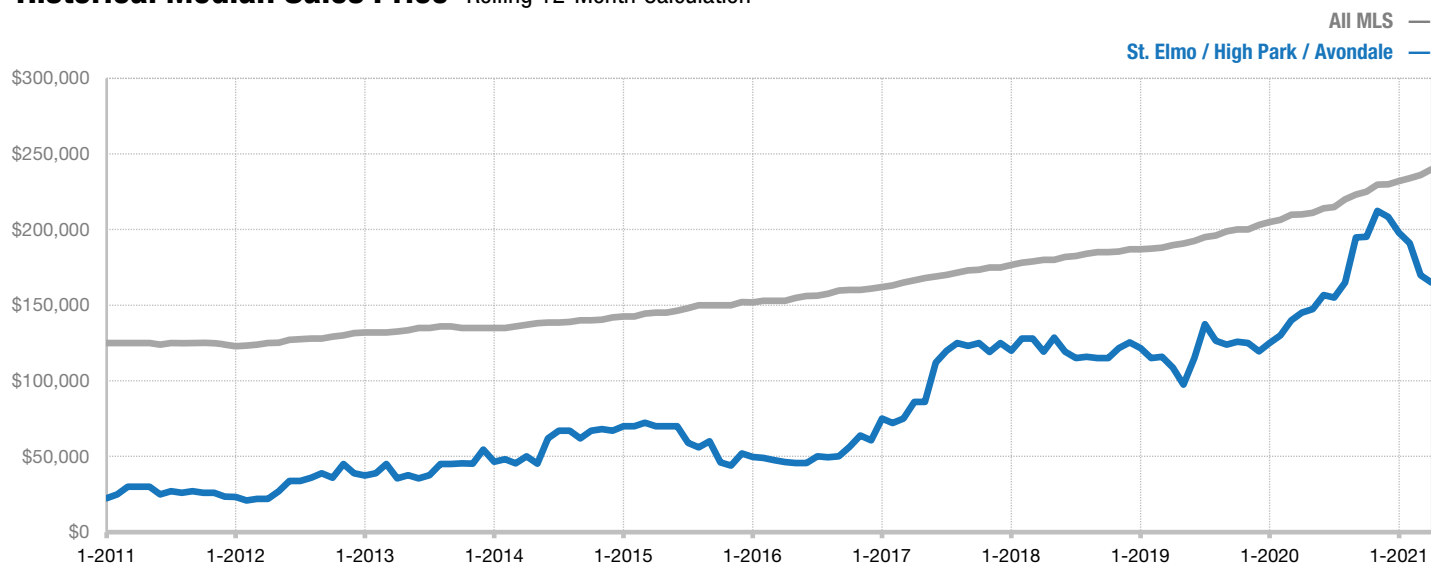
Key Metrics	April			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	17	23	+ 35.3%	66	84	+ 27.3%
Closed Sales	10	18	+ 80.0%	43	68	+ 58.1%
Median Sales Price	\$131,000	\$102,750	- 21.6%	\$187,000	\$139,475	- 25.4%
Pct. of Orig. Price Received	85.6%	94.5%	+ 10.4%	92.4%	96.9%	+ 4.9%
Days on Market Until Sale	64	21	- 67.2%	40	22	- 45.0%
Inventory of Homes for Sale	32	13	- 59.4%	--	--	--
Months Supply of Inventory	2.3	0.9	- 60.9%	--	--	--

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April



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Local Market Update – April 2021

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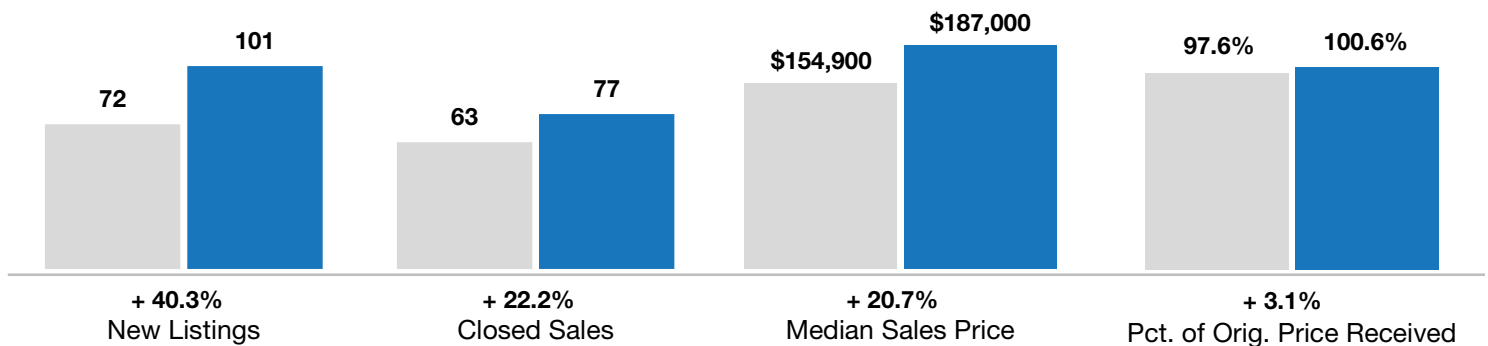
Walker County

Key Metrics	April			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	72	101	+ 40.3%	311	347	+ 11.6%
Closed Sales	63	77	+ 22.2%	250	292	+ 16.8%
Median Sales Price	\$154,900	\$187,000	+ 20.7%	\$148,250	\$175,000	+ 18.0%
Pct. of Orig. Price Received	97.6%	100.6%	+ 3.1%	94.3%	96.8%	+ 2.7%
Days on Market Until Sale	46	12	- 73.9%	58	31	- 46.6%
Inventory of Homes for Sale	156	69	- 55.8%	--	--	--
Months Supply of Inventory	2.2	0.8	- 63.6%	--	--	--

Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

April

■ 2020 ■ 2021



Historical Median Sales Price Rolling 12-Month Calculation

